|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1204 Mill Pond Dr., South Windsor, CT 06074•860-995-0761•jazzjennw@aol.com | | | | |
| Jennifer L. Wilson | | | | |
| Objective | | | | |
| A Senior Role within the Financial Industry with responsibility for both client satisfaction as well as growth of the business. Manage a team of resources to understand and deliver on client needs, ensuring ultimately client satisfaction. Leverage proven record of leveraging systems to enhance and streamline business. | | | | |
| Experience | | | | |
| Eagle Investment Systems LLC | | |  | July 2000 – 2010 |
| September 2007 -Present | | |  |  |
| Vice President / Principal Consultant  * Relationship Management with Strategic Clients * Relationship Management with Dormant Clients * Professional Services Proposals and Sales with new and existing clients | | | | |
|  | | | | |
| September 2004 – September 2007 | | Eagle Investment Systems LLC | | London, UK |
| Managing Director, EMEA / APAC  * Responsible for the Sales of Product and Professional Services for Prospects / Clients outside North America, including partnering with the Bank where appropriate; Sales / Revenue increased 75% in 3 years * Oversight of Relationship Management and Client Support for Clients outside North America; Client Retention of 100% * High Quality Delivery of Professional Services for Clients outside North America * Building Relationships with appropriate External Consulting Firms for Services Partnerships * Successful Integration of Systems at Multiple Client sites – including Investment Accounting Software, Trading Systems, Data Warehousing, etc. | | | | |
|  | | | | |
| January 2003 – September 2004 | | Eagle Investment Systems LLC | | West Hartford, CT |
| Vice President / Solutions Architect  * Develop initial Professional Services Relationship with Prospects * Understand Client Business Requirements and Develop Appropriate Solution Proposal * Determine Professional Services Rate Structure and Resource Assignment for new Clients | | | | |
|  | | | | |
| July 2000 – December 2002 | | Eagle Investment Systems LLC | | West Hartford, CT |
| Senior Implementation Consultant  * Project Manager for Multiple Large, Global Clients * Support the Presales Effort for Large, Global Clients for both Product Responses as well as Professional Services * Help to Develop the Implementation Strategy for new Accounting Product | | | | |
| January 1995 – July 2000 | | Conning & Company | | Hartford, CT |
|  | | | | |
| Vice President  * Responsible for all Back Office Accounting Report development * Responsible for build out of Performance Measurement System * Managed a team of 8 individuals, responsible for report development, system bug fixes, quality assurance testing and production migration * Responsible for working with clients to understand business requirements, developing business specifications and coding / testing new reports | | | | |
| Systems Interactions | | | | |
| * CAMRA * Eagle – Accounting, Performance Measurement, Data Warehousing * Charles River Trading Systems * PAM * Thompson Financial * Bloomberg (POMS and other applications) * Actuate * Cognos * Etc.  Education | | | | |
| 1988 - 1991 | University of Hartford | | | West Hartford, CT |
| Studied Mathematics | | | | |
| References | | | | |
| References are available on request. | | | | |